INDUSTRY INSIGHT ORIENTATION SEMINAR NAS PATUXENT RIVER, BLDG 2855, CR 135 OCT 13, 2016

The one day Industry Insight Seminar goal is to enhance the participants' understanding of industry's mindset, performance indicators, market valuation and pressures, financial processes, governance and leadership processes, executive compensation/incentives, and supply chain corporate strategies. Stated simply, the course is designed to provide acquisition professionals with a greater understanding of defense contractor motivations and decision-making processes. The goal has been to provide knowledge to align government and industry to achieve a "win-win" by balancing reasonable financial compensation to companies in the defense industry with the ability to provide

AIR 4.2 Cost Department Program Performance Team

Agenda

Time	Topic/Agenda Item
8:00-8:20	Kick-Off / Administration
8:20-9:00	Course Objectives - Financial Primer
9:00-9:15	Break
9:15-10:45	Macro Defense Industry --Industry Trends (Example –Shift of risk to Supply Chain) --Consolidation (Mergers & Acquisitions)
10:45-11:00	Break
11:00-12:00	View from the C-Suite -- Reward Systems -- Alignment of Goals and Objectives -- Corporate Culture and Motivations
12:00-13:00	LUNCH BREAK
13:00-13:30	Industry Insight Products
13:30-14:30	Supplier Management
14:30-14:45	Break
14:45-15:30	Negotiation Deep Dive (ROI)
15:30-16:00	Payment Model
16:00-16:30	Sustainment Affordability
16:30-16:45	Wrap Up - Feedback Administration

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eady have an account, then you must get one. It only takes a minute
tomatic account as long as you have a CAC badge).

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ps://navairu.navair.navy.mil/, go to top left side of page where you
"My Account", and register.

ck "Search for Classes," select the drop down menu for "Course Title,"
vigate down the list and select CORE-420-110 - "Industry Insight
entation Seminar."
sure the date range includes , Oct 13, 2016, or clear the dates,
n select "Search."
e course offering on Oct 13, 2016 should appear at the top
he list; under the Register column, select "Register."
AVAIRU will send an auto-generated e-mail confirming registration
the class.

C: lana.devers.ctr@navy.mil, or 301-342-3529